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The Hunt Institute for Botanical Documentation, a research division of Carnegie Mellon University, specializes in the history of botany and all aspects of plant science and serves the international scientific community through research and documentation. To this end, the Institute acquires and maintains authoritative collections of books, plant images, manuscripts, portraits and data files, and provides publications and other modes of information service. The Institute meets the reference needs of botanists, biologists, historians, conservationists, librarians, bibliographers and the public at large, especially those concerned with any aspect of the North American flora.

Hunt Institute was dedicated in 1961 as the Rachel McMasters Miller Hunt Botanical Library, an international center for bibliographical research and service in the interests of botany and horticulture, as well as a center for the study of all aspects of the history of the plant sciences. By 1971 the Library's activities had so diversified that the name was changed to Hunt Institute for Botanical Documentation. Growth in collections and research projects led to the establishment of four programmatic departments: Archives, Art, Bibliography and the Library.

AGRICULTURAL EXPERIMENT STATIONS

OF THE
COLLEGE OF AGRICULTURE
UNIVERSITY OF FLORIDA
WILMON NEWELL, DEAN AND DIRECTOR

SUB-TROPICAL EXPERIMENT STATION

HOMESTEAD, FLORIDA

September 19, 1939

Prof. W. Popenoe
United Fruit Company,
Kingston, Jamaica

Dear Professor Popenoe:

Your very interesting letter of September 9 was awaiting me on my return from vacation. I want to thank you for the information you gave me in regard to the *Itzamna* avocado.

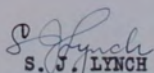
I would appreciate getting some seeds of the *Carica candamarensis* should you have an opportunity of getting them, as you suggested.

I wrote you a letter at Santa Marta in July but it was returned, due to your having left the country by the time it arrived. In it I inquired about some durian seed, which trees Bill Krome says you had established in Lancetila. We have never been able to get viable seed here at the Station as yet and I wonder if it is possible for you to obtain a small quantity for us. I am enclosing a permit tag optimistically.

A short time before he left, Doctor Fairchild discussed with me the coya (*Persea schiedeana*) which is mentioned in your manual of tropical and subtropical fruits. What do you think of its possibilities as either a fruit or possible parent for crossing with the avocado?

Again thanks for your courtesy.

Yours sincerely,


S. J. LYNCH

Assistant Horticulturist

SJL:AM
Enc.

AGRICULTURAL EXPERIMENT STATIONS
COLLEGE OF AGRICULTURE
UNIVERSITY OF FLORIDA

SUB-TROPICAL EXPERIMENT STATION

HOMESTEAD, FLORIDA

October 30, 1940

Professor Wilson Popenoe
Antigua, Guatemala

Dear Professor Popenoe:

Your letter of October 13 from La Lima and the 15th from Antigua, including the seeds of Annona diversifolia have been received. Also the durian, rambutan and pulasan seeds arrived through Hoboken in very good shape. Thank you many many times for this courtesy. I am enclosing a check for \$6.00 to reimburse you for the Air Express.

The durian and rambutan seeds had begun to sprout but not to the stage that I think it will hurt their growth. We plan to see that Chapman Field receives plants of all three when they become well rooted.

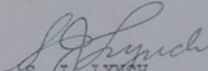
Those certainly were healthy looking seed of the Ilama, and we expect a good germination.

We had a letter from Mr. R. M. Wernicke from La Lima who very graciously offered to send us available material from that area in which we were interested.

Mr. William Krome was very happy to hear that we got this seed and has put his name in the pot for a tree of each, should they survive.

Again thanking you for your courtesy, I am

Sincerely yours,


S. J. LYNCH
Assistant Horticulturist

SJL:MDE
enc.

AGRICULTURAL EXPERIMENT STATIONS
COLLEGE OF AGRICULTURE
UNIVERSITY OF FLORIDA

SUB-TROPICAL EXPERIMENT STATION

HOMESTEAD, FLORIDA

December 7, 1940

Professor Wilson Popenoe
Antigua, Guatemala

Dear Professor Popenoe:

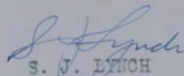
Your letter of November 17 containing the returned check is at hand. I want to thank you again for the trouble you went to with the seed and for the expense to which it placed the company.

I told Bill Krome about Edward Stanwood, and his comment was "Good." I will take your suggestion and get in touch with Mr. Stanwood within the near future.

The durian seeds are sprouting and seem to be doing nicely. The pulasan and rambutan seeds sprouted about 30% but seem to be dying back from the growing point, and I am afraid we will lose a number of them. It does not seem to be pathological, and the only explanation I can see is that we had a little cold snap here when the temperature went down to about 43 degrees Fahrenheit with considerable cold wind, and this may have injured the plants some. However, they were inside a celoglas shelter out of the way of the wind, and which is several degrees higher than the surrounding air. The seedlings of these are supposed to be quite tender, so it may be that they were chilled. We are doing our best to bring some of the plants through, nonetheless.

I would enjoy having a chat with you and having you look over some of the work we are doing here at the Station. Should you be able to get over to the Station sometime in January or, as far as that is concerned, anytime of the year, you are doubly welcome.

Sincerely yours,



S. J. LYNCH
Assistant Horticulturist

SJL:MDE

Rancho California, Almuñecar (Granada) Spain
25 March 1958

Prof. S. John Lynch,
University of Miami, Coral Gables, Florida.

Dear Johnny:

Here we are at last, established very comfortably in a nice little apartment in this lovely valley, which is full of cherimoya trees and some day will probably be fully developed with avocados and some other tropical fruits. Looks to me as though they never have temperatures below zero, and the valley soils are the like of which you never have seen in Dade county, not even in the Redlands district.

I think there is a fine chance of lychees doing well here. I cant see why they shouldnt. We will need some good guavas, too; there are guavas here but only a few seedlings of no value. I dont think we will ever do much with mangos - not enough heat in the ripening season - and this probably applies also to papayas.

Don Luis Sarasola, who runs this beautiful little Rancho California (of course you wont like that name but I do) has quite a batch of fine Mexican avocado seedlings planted in orchard form which we are going to graft in May. We will have to get some scions from California and Florida. I believe the Guatemalan x West Indian hybrids will do well here, in fact I think ever West Indians may be allright. There are some in this region already; I shall be seeing them shortly. Yesterday Don Luis took me to see what he has reason to believe is the only grafted avocado in Spain, so far as trees in bearing are concerned. It proved to be a fine Guatemalan, probably my Benik, sent over here from Washington by the USDA some fifteen years ago. Fine crop of fruit this year.

You cant beat the oranges in this region, not even on the Indian River. And yesterday we got a few Marsh grapefruits, not bad but this climate is cool for grapefruit. I dont see any limes - what we call Key Limes - over here and yesterday I wrote John Popenoe asking him to send me some seeds. I wouldnt dare risk bringing over any grafted trees from Florida - you know why. But I am wondering about tangelos; what could we expect from Mineoba seeds? I dont know much about this nucellar seedling business; does it work with any hybrid Citrus fruits? If it does, by all means send me at this address a hundred or more Mineoba seeds and we will see what we can do with them.

There is going to be a lot to see and do around the Mediterranean. We figure on going over to Israel about June or July and then I think we ought to see the Canary Islands and Madeira. But the real opportunity lies in getting all the best avocados established in this part of the world, and next the lychees and perhaps macadamias. I am not so keen about the macadamias but they might do well on some of the thin dry soils of which we have plenty over here.

I shall be writing you again before long. The only point now is, can we do anything with tangelo seeds? If not we will have to forget it because I would sure burn in Hell if I ever introduced tristeza into this country. These folks have enough troubles already, with the Medfly.

Ever yours,

Wilson Popenoe

Rancho California, Almuñecar (Granada)
26 April 1958

Prof. S. John Lynch
Box 1015, South Miami 43, Florida.

Dear Johnny:

Many thanks for your note. We are getting along well here; did I tell you that Don Luis Sarasola took me to see the only bearing grafted avocado tree which he has ever seen in Spain, and it turns out to be my Benik, sent over here from Washington some 15 or 20 years ago? It is carrying a fine crop this year - I guess this what Bob Hodgson calls one of the "on" years. This is going to be fine avocado country, Johnny; less frost than you have in south Dade, in fact damaging frosts seem to be very rare. I am enthusiastic about the Guatemalan x West Indian hybrids because (1) they are more reliable producers than most of the pure Guatemalans, and (2) because they will probably come into season here at about the same time they do in Florida, and we think January to May will be the best market period - or maybe we should include December. It looks as though we can grow all three races on this coast, though most of the trees now here are Mexicans. Gosh, if we had half a dozen valleys like this in south Dade what we could do with them. No more freezes, no more hurricanes. Just look what they have done here with the cherimoya, probably in the last 50 years or even less: there is certainly no area of comparable size in the world with so many grafted cherimoya trees - Don Luis is going to get me some figures but I went up the valley the other day and believe there are at least 150 acres in production. Stacks of loquats too; mostly seedlings but they have introduced and established in southern Spain Tanaka (Gold Nugges or Thales, take your choice of names) and Early Red.

We are pretty well lined up to get the lychees over here - they will probably come to a friend who is head of the Consejo Superior Agronomica in Madrid, who will take them right out of the customs house and send them down here. I am assuming Pan American air express will be the best bet from Miami but will let you know definitely a little later. I feel pretty sure this will prove to be a good lychee region - humidity quite a bit higher than at Zamorano where the fruit tends to crack before ripening fully. And when you send the lychees, how about including half a dozen grafted guavas of those good new varieties. There are guavas here but very inferior stuff; the climate is excellent for them.

I have just written my nephew John, asking him to start the ball rolling by sending us some avocado scions, especially Simmonds and Waldin of the West Indians and four or five of the best WI-Guat hybrids. Don Luis has trees ready now and the weather has turned warm and we are ready to start veneer grafting on trees growing in the field which are 5 to 6 ft high, tho some are small enough for shield budding, but I have more faith in the veneer graft, using terminals for scions.

Sorry to hear things dont look too happy for the Habana meeting. I shall be interest@d to hear what finally is done.

Ever yours,

Rancho California, Almuñecar) (Granada)
Spain. 13 May 1958

Professor S. John Lynch,
University of Miami,
Coral Gables, Florida.

Dear Johnny:

We spent the last week-end at Córdoba, giving some lectures to the students from the agricultural college in Madrid who are down there for three months for practical training, and I had an opportunity to line things up, with the jefes, for the shipment of the lychees. Here is the story, which I believe I have already told you:

The plants should be shipped by air express - and I still think your best bet is Pan American Airways, addressed as follows (be sure it is just this way):

Ministerio de Agricultura
Consejo Superior de Agronomía
Atención Prof. Francisco Rueda F.,
Goya 4,
Madrid, Spain.

You will know how to pack. There are no rules here about having soil around the roots or anything like that. The only rule is that they must come through official channels. Prof. Rueda will receive the plants promptly, thus avoiding delays which might otherwise take place in Customs, and he will send them right down to Almuñecar by train. I think it will be best to send them with air express charges prepaid, which we will refund to you promptly; there is some sort of an arrangement by which Pan American sometimes accepts by express collect, but this might cause a delay at this end. So just pay the charges to Madrid and let me know how much. Since the plants are not coming in five-gallon cans it won't be too high.

Send the plants whenever they are ready, and when you dispatch them, send a note by air mail to Prof. Francisco Rueda, Goya 4, Madrid, Spain, telling him on what date shipment was made so he can be on the lookout. I have explained to him (and he is one of the greatest enthusiasts here in Spain on the subject of new fruits) that you will do this. It should not take more than 10 days to two weeks for the plants to reach us, and as I said in my last to you, if you can stick in a few grafted guavas, so much the better. Guavas do beautifully on this coast, but there are only a few plants here and these not good varieties of course.

There are a lot of things about subtropicals on this coast that I want to tell you and I shall be writing you at length one of these days. Right now we are busy grafting avocados from Florida (sent by John) and from California and from Chile. This place is going to have the first variety collection in Spain and will in all probability form the basis for the development of avocado growing in this country.

Ever yours,

Wilson Popenoe

Rancho California, Almuñecar)(Granada)
Spain. 13 May 1958

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University of Miami,
Coral Gables, Florida.

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Ever yours,

Wilson Popenoe

Rancho California, Almuñecar (Granada)
SPAIN. 12 August 1958

Prof. S. John Lynch,
University of Miami, Florida.
Dear Johnny:

On getting back here from our two months around the eastern end of the Mediterranean, Luis Sarasola tells me there was some tie-up in connection with the shipment of the lychee and guava plants - you had to be sent some sort of a permit from Spain. I cannot seem to get the thing quite straightened out here as the center of action, or inaction, is in Madrid. I hope you have what you need, to make shipment. There is still time, but I hope we can get the plants over here before I leave for Germany late in September. We go to the Canary Islands at the beginning of next week, to see what they are doing with tropical fruits and try to get 1000 West Indian seedlings for use here as rootstocks. The more Luis and I see of Mexican rootstocks in this region the less we like them.

Hombre, I wish you could have been with us in Israel. Those boys are really going places. Aside from 4500 acres in Cavendish bananas, which yield a fine profit to the growers, they are well started with avocados; quite a few small commercial orchards, some of them in bearing. Their commercial varieties are probably not, in all cases, what they will be using 20 years from now; they are quite properly hanging onto the varieties which have shown best results up to date, and these varieties have come out of a limited group with which they started. For example, I would not say Benik is the best of all my Guatemalans but they got it early in the game and has behaved pretty well and like all my other Guatemalans it is of good quality. Dr Oppenheimer, who is in charge of plant introduction and has been so for many years, is recommending the following for commercial planting: 50% Ettinger and Fuerte, the former a local Fuerte seedling, 4 to 6 weeks earlier than Fuerte, a pretty good bearer, but not so good in quality as Fuerte; and the other 50 to be divided about like this - 30% Nabal, 10% Benik and 10% Hass. They are a little afraid of Hass as yet because it is running pretty small in size, 5 or 6 ozs.

As for mangos, they are doing pretty well south of Tel Aviv, not in the northern region around Haifa. They have a fine collection of varieties, perhaps 50 in all; so far, they have to stick by Haden, but it is showing a characteristic here which I have not seen elsewhere. The fruits come in clusters; the big one is allright, but there are several others ranging in size from peanuts to pecans. I guess thinning may be the answer; I don't know. Mangos bear well in their climate, as witness Pairi which is one of their favorites for the home garden. They don't like it for the market because it is not highly colored. They have a local seedling called Maya which is promising; I believe it would be worth while for you to try it. It is not a seedling of Haden but appears to have had Haden as a pollen parent. A showy, medium sized fruit with practically no fiber and good eating quality. They say it bears well. I am not quite happy about the behavior of mangos in Israel - they do not look as happy as the avocados. They have several small and profitable commercial plants of an annona which almost certainly is a natural hybrid between the sugar apple and the cherimoya. They are strong for guavas - a number of small commercial plantings which they say pay well. Oppenheimer has two mature lychee trees in his plant introduction garden; the fruit of one is small and not too good, that of the other a fine large lychee with lots of meat of good flavor. It doesn't seem to have a varietal name.

We expect to be back here in Almuñecar about Sept 5, for a week or so; then up Valencia way to see what they have. Wonderful crop of cherimoyas hanging in this valley, to begin ripening in October.

Antigua, Guatemala, 4 August 1959

Prof. S. John Lynch
University of Miami,
Coral Gables, Miami, Fla.

Dear Johnny:

This will introduce my good friend and colleague José Miguel Calabria, head of the department of agriculture of the Fundación Eugenio Mendoza, an institution which I am trying to help in its laudable endeavor to improve fruit culture in in Venezuela. St Calabria has been with Jorge Benítez and myself for about a week; and now will have about the same time in Florida, where I hope he can see as much as possible of citrus and avocados and mangos, and more especially, plant propagation - and that is where you come into the picture, if he gets a chance to see you.

Ever yours,

Wilson Popenoe



P. O. BOX 248 • OSPREY, FLORIDA

October 9, 1959

GARDEN CENTERS
SARASOTA
PUNTA GORDA

Dr. Wilson Popenoe
Antigua, Guatemala

Dear Dr. Pop:

I have not heard from you in some time and wondered if you were settled back in Guatemala now for a while or if you were going to take off for Europe again. Ernesto Casseris dropped me a card stating that you were back in Guatemala so I am going to try to reach you there.

I am now located on the West Coast of Florida with the Palmer Nurseries organization and we are interested in getting into the tree fern business as you and I discussed some time back. Should you be settling down in the Guatemala area or can arrange to have this material brought up the coast, it could be sent by boat to Tampa where we could arrange to have it picked up by our trucks. I can easily see where we can handle something like 100-200 Tons a year but we would be happy to get our first sample shipment anytime if it just ran 1/2 Ton to a Ton and then if you find that you can get it to the East Coast at a reasonable price also with a reasonable amount of headaches, we will know just how fast we should bring it in. We can stand most any shipment of up to 10 Tons at one time, maybe it will require more than that per shipment. I would appreciate you investigating this thoroughly as I think it can be mutually profitable to both sides. The only tree fern trunks that are coming into the State now are a small amount out of California which originates in Hawaii and a semi-monopoly which is coming out of Mexico and handled through the Trade Winds Orchids in Miami. I feel that they have an artificially high price placed on it and I see a wonderful opportunity for us to establish some up in this part of the State. I have a number of large Orchid growers as well as Nurserymen who would be happy to obtain some of the raw trunk which they could shape to their own desires. I saw some carved pedestals and baskets which were made by the local people in Panama and I believe some of it came from Guatemala, which makes it fine for orchids growing and it is possible that that could be sent in direct. It seems to me to have a great deal of possibility and I would appreciate it if you would



P. O. BOX 248 • OSPREY, FLORIDA

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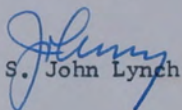
GARDEN CENTERS
SARASOTA
PUNTA GORDA

investigate it and let us know about what you think it would cost per ton for us to get it here allowing yourself ample profit for your work of getting it out of the interior or of getting these chopped up or carved type of pedestals or baskets from the Indians. Some of the fliers have been bringing them in, they are bringing just one or two at a time and it makes it too expensive to bring it in by air.

I hope that if you are in the United States that you will stop by the Horticultural Society meetings the last week in October. The meetings are from the 27th thru the 29th of October and will be at the Everglades Hotel in Miami. We would be more than happy to have you attend in anyway, shape or form that you can.

My regards to everyone and let me know what your thinking is on this fern trunk.

Sincerely,


S. John Lynch

SJL/mrl

Antigua, 12 Oct 1959

Dear Johnny:

Yrs of the 9th has just come. Enclosed letter to that grand old botanist Paul Standley is self-explanatory. But I think it will boil down to getting samples from the two regions in Guatemala, and I may add that it will be a great deal easier to get material in quantity here on the Pacific coast than out of the Coban region. I shall be seeing Hugh Craggs within a few days and will talk with him about the relative merits of the tree fern material from the two regions. When I brought 25 Cattleyas from Venezuela three months ago and potted them with Mazatenango material which Jorge Benitez had brought me Hugh made me tear them out of the pots and go right into Guatemala City market and buy some Coban tree fern fiber.

I did a job in Venezuela in May and June; then went to Mexico to give a series of lectures (The Curso Corto de Productos de Consumo Popular) and am going over to Salvador and Honduras for a couple of weeks. Expect to be back here about Nov 10. I had been planning to go up to Gainesville at the end of December to attend Bob's meetings of the Florida Crop and Soil Science Society, but I am giving it up. I've got to get ahead with my "Manual Practico de Fruticultura Tropical" for time is running out, and so is my bank account. And another little point: when I go to meetings these days, I can just hear the young fellows saying "Now, be nice to the old bastard; you know he used to be a good horticulturist".

News from Almuñecar (Spain) is that 23 avocado varieties are coming on well and for some reason or other (I think because the manager got sick, was laid up for three months, and didnt irrigate the trees) they have entirely outgrown their "lime induced iron chlorosis". I just hope it wont always take a protected case of brucellosis to save the avocado grows of southern Spain; and of course I may be entirely wrong that too much water was back our troubles in Almuñecar but I have that suspicion. The lychees have had a tough time; they tell me four are alive but havent grown much. They want to get some more and I would like to help but as you will recall from last year, it is a major operation. If I go over next year what I shall probably do is take about ten well-established young plants by air in my baggage. You can get by much better. As for example, when we entered Madrid last time and had to present declarations of how much money we were bringing in. I presented mine, and the inspector - a handsome chap in immaculate white uniform - asked, Where is your wife's declaration? I replied, my dear fellow, are you not a Spaniard? He replied, Of course I am a Spaniard. To which I made the comment, And will you tell me, are you accustomed to give your wife large sums of money to carry around with her? If my wife behaves properly over here, as she should do after being educated ~~three~~ years in Madrid, I am going to let her have two gollars a week for spending money. No more questions.

Ever yours,

Antigua, Guatemala, 12 Oct 1959

Mr Paul C Standley,
Hospital Viera
Tegucigalpa, Honduras.

Dear Pablo:

Almost certainly you met "Johnny" Lynch when he came to Zamorano several years ago. As you know, he was for many years (and did a wonderful job with tropical fruits) at the South Campus of the University of Miami. You have of course heard that the University had to close down that work - in large part at least - and I suppose for the usual reason - no hay dinero. Johnny has just written me from Osprey, Florida, where is with the Palmer Nurseries. I don't remember having visited Osprey but it is somewhere down on the West Coast, below the frost and fog. The Standard Oil map I have suggests that it might be some 20 miles south of Sarasota and that you can buy Esso gasoline there at very reasonable rates. And they will take your credit card. (In my personal opinion we just have too damn many credit cards in the US and now the Diners Club has got you tied up so you can get a pretty fair meal in Caracas, Venezuela, for \$12.50 and pay for it later).

Now here is the point, after all this divergence. When Johnny was down here last time we talked about tree fern trunks for the orchid business in Florida - maybe elsewhere up that way also. Like all good gringos, Johnny talks in an expansive if not expensive manner, maybe 100 to 200 tons per annum. He wants to know if I can help him line things up down here. I would like to help.

But now we come up against a problem on which I want your opinion. Hugh Craggs, who has a magnificent orchid nursery here at Palin, has told me we simply must not use the tree fern which grows down around Chicacao and Mazatenango. He says the only good one is the species which grows at Coban, and he tells me that is the species which is being used to make baskets and other receptacles for orchids, sold in the Guatemala City market. For years I have used fern tree trunks from the Mazatenango region, brought me by Jorge Benitez, but you sure can not take my results at being any recommendation.

What are the species found in these two distinct regions - the species you assume to be used for orchid potting material? I am inclined to suspect Hugh Craggs is right about the Coban species because he is a swell horticulturist and has lived here quite a few years. It will be far more expensive getting material out of the Coban region than out of the Mazatenango - Chicacao - San Antonio Such. region. In fact air transportation out of Coban would be pretty stiff. My idea would be to send Johnny a sample of Coban material and a sample of the Mazatenango material, and see what he thinks; but on doing so I would like to know the generic and specific names of the species and whether there quite a few species involved and what you would recommend.



P. O. BOX 248 • OSPREY, FLORIDA

November 6, 1959

GARDEN CENTERS
SARASOTA
PUNTA GORDA

Dr. Wilson Popenoe,
Antigua, Guatemala, C. A.

Dear Dr. Pop:

I enjoyed your letter immensely and also the copy of the one you sent to Mr. Stanley. I feel this letter should get to you about the time you get back from Salvador and Honduras and you will by this time have learned a little bit more about the tree fern.

We did miss you at the Hort Society meetings in Miami. It was a wonderful turnout, a fine group and a number of people asked about you. I informed them that you were just too busy lecturing in Salvador and Honduras to make it this time.

The Coban tree fern is probably the best. I have talked to a couple of people who have brought in carvings and baskets for orchids from Guatemala City where the material had come out of Coban and it is a good strong rigid type of fern. However, there may be such a thing as a market for the other fern here in Florida.

I was not talking expansively or through my hat when I mentioned that we could easily build this to a hundred to two hundred tons a year providing we can get it into Florida at a reasonable cost. The reason I say this is that the green plant growers and the orchid growers are using a tremendous amount of this material. The old osmund fiber is hard to come by, the price has become high and requires much more continuous potting, or let's say, frequent potting, than with the ground-up tree fern. The slabs and stakes of fern trunk that are used for planters (pots and other containers) in setting up the green plants is fabulous in volume. That business would amaze you, Dr. Popenoe, how it has grown in the last five years. The only regular source in volume that is coming into Florida or, let's say, the United States east of the Mississippi, is that coming out of Mexico. A chap by the name of Coffee in Miami has exclusive franchise and has built up quite a business. He has taken an interest even in the box factory in Mexico as well as in the forest where they are cutting this material to supply the volume into United States. His price on packaged materials which are usually 1 x 1, 2 x 2, up to 4 x 4 inch posts or stakes as well as slabs and ground-up material is quite high and the retail price is almost fantastic. The price is based to a great extent on the material which came out of Hawaii and because they have a near monopoly except for what comes out of Hawaii, and a small amount that different pilots etc. bring in from Central America which is merely a dribble, that he can hold that price. It is quite expensive for nurseries especially those in wholesale trade to use the material in their planters. Sometimes the stake that they put the little evergreen or aroid on is as expensive as the plant and the pot put together. We feel there is a good market in Florida. This can be expanded for

supplying it wholesale primarily to the nurseries for their own use, not for sale or retail trade. Thereby we thought if we could get logs four to eight feet long, they can be supplied to wholesale nurseries. Let them cut it themselves or we could arrange to have it cut here at our port and delivered out in whatever size they wish. The price would be reasonable and still allow us to make a fair profit and you to be well paid for your work and supervision. So I'm not shooting at the moon. It's a very active and open market with which we can have a lot of fun as well as make a few bucks. Coffee then brings all of his stuff out of Mexico by train up to the border where he loads semi-trailers and hauls them by truck from the Texas border making deliveries throughout the United States. He moves fantastic amounts this way and has a well-organized setup for handling it. He has one man on the road at all times just selling chain stores and outlets like that. Then out of the Miami office where he stocks some material, he supplies local state places that want it. However, I think this is still a small part of his business in that he can move what he wants at a much higher price on a semi-retail rate to the retail trade. He brings in some logs, but having his factory down there for cutting and shredding and packaging which gives him quite an advantage. He can go directly from the border up to Chicago or New York or wherever the warehouses are that belong to these chains to which he sells.

Getting the chain business was not our plan at first. We wanted to get a volume coming in as rough logs or any carvings or baskets that could be sent up and then do our packaging here if the trade requires it. You see our first need was for ourselves as we are a rather large establishment. Then I have talked to a number of orchid growers who are willing to each take quite a bit off our hands at a fair price as well as I know wholesale nurseries from whom we buy plants ourselves who can use more volume at a fair price. So I think the proposition is well worth your looking into as well as our group here backing you if necessary to make arrangements to get hold of a fair volume.

I think your sending up a sample of each type now is excellent but I'm not kidding you when I say there is a market for tree fern which we believe we can help channel, if a good material can be found and then a steady supply sent up. It fits in so nicely not only with this new booming planter and foliage plant business, but with the orchid business booming as much as it is in Southern United States and the need for something to replace osmunda, it is just natural to be getting into.

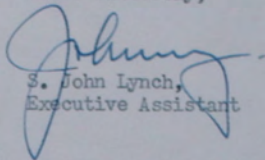
I know that with your knowledge of Guatemala and know-how in arranging to have things brought to a port you can handle that and I believe coming into Tampa by boat would be one of the ideal ways to bring it into the country. There are ways of arranging to have the boat haul it on a timber basis. I think the logs must stay under 8 feet in length which gives a very advantageous freight rate. We can set up a receiving yard in Tampa, which is fifty miles from here, to handle and distribute it.

Give it some real serious consideration, Dr. Popenoe, because I think you will find that you can make quite a few trips to the United States on the profit from bringing this type of thing in. My first thought was if we could get it laid down in Tampa for something between \$80 and \$100 a ton in a fairly dry state. (it would not have to be kiln dried or anything like that.) I think just the time it takes to cut it and haul it out of the woods would give enough drying to not have a water-logged log. Maybe we would have to set it on a cubic foot basis. However, I believe the tonnage basis would do. In figuring in that price range it should allow you to get from \$40 to \$50 a ton for your own trouble of handling it, looking out for it and arranging for its transportation on a volume basis.

3 - Dr. Wilson Popenoe

Give me your thoughts on the pricing and costs as you learn about them and do give it serious consideration because I think we can both have a lot of fun as well as profitable fun. My regards to Helen.

Yours sincerely,



S. John Lynch,
Executive Assistant

SJL/mm



P. O. BOX 248

OSPREY, FLORIDA

GARDEN CENTERS

OSPREY
SARASOTA
BRADENTON
PUNTA GORDA

July 14, 1960

Dr. Wilson Popenoe,
Antigua, Guatemala, C. A.

Dear Dr. Pop,

Thanks many times for the seeds of the Tabebuia penta-
phylla. We are planting some here and I have distributed
some of the seeds to other interested people.

Simon Male has come to work with us and should in the not
too distant future be our production manager. I think you can
be proud of this old student of yours. He is now learning
American commercial nursery methods and handling of personnel.
We feel most happy in having him with us.

It will be a pleasure to see you in December with Hugh
and I think that steak can be located - or is it two of them.
Don't forget to stop or we will feel slighted.

I also missed the ASHS meetings in Puerto Rico. Had a
mild set-to of flu and Eleanor and my doctor decided against
the trip - and all details including the tickets were arranged.
However, we can make up for lost time in swapping experiences
next April in Miami. The Old Guard must carry on.

The postscript by Amado Pelen on your letter was a re-
freshing remembrance. Is he over with you in Guatemala or
still in Honduras? Give him my warmest regards.

Mr. Herndon Hansbrough, an attorney from Tampa, and a
close personal friend, is leaving July 21st for two weeks in
Guatemala. He is carrying a letter from me to you, but should
it be lost, I will appreciate any courtesies and information you
can show him. He is a wonderful man and very very interested
in tropical and subtropical horticulture. It is his prime
hobby.

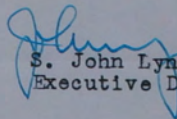
Don't forget our tree fern operation - we are just as

Dr. Wilson Popenoe - July 14, 1960 - Page Two

interested as ever. In fact I have now located a reliable firm which will package and distribute it.

Regards from the family.

Sincerely,


S. John Lynch,
Executive Director

SJL/mm

Dear Helen & Doc - Sorry
I didn't get to see you -
Had a short stay here -
Much love -
Sue Munch



P. O. BOX 248 • OSPREY, FLORIDA

GARDEN CENTERS
OSPREY
SARASOTA
BRADENTON
PUNTA GORDA

July 14, 1960

Dr. Wilson Popenoe,
Antigua, Guatemala, C. A.

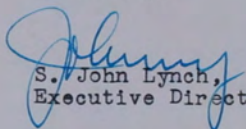
Dear Dr. Pop,

Mr. Herndon Hansbrough, the bearer of this letter, is a close personal friend of mine and as big a 'bug' on tropical and subtropical horticulture as we are. Any help you can give him in locating plant material or in any way keep him from resting more than a few hours in the local jail will be deeply appreciated by me and by his charming wife.

You know the area so well that me giving him names of people to see other than yourself would be superfluous.

Regards from my family and to Helen.

Sincerely,


S. John Lynch,
Executive Director

SJL/mm

U
Antigua Guatemala, 30 June 1960

Mr. S. John Lynch,
P. O. Box 248, Osprey,
Florida, U. S. A.

Dear Johnny:

Recently Amado Pelén brought over a fine lot of seed of Tabebuia pentaphylla, from a tree on the property of the Escuela Agrícola Panamericana, which we think produces just about the most handsome flowers we have ever seen. I would not trade one of these trees for half a dozen Japanese flowering cherries. I have sent seeds to Ed Menninger, to my nephew John at Homestead, and Amado left a lot with Chico de Sola in San Salvador. I am enclosing some for you and if you do not plant these and distribute a lot of trees around Southern Florida, you don't have more than 1/10 the brains I have always believed you have.

Bert Muller has just written that Simon Malo may end up as your man Friday. Oh how I wish we could get some more of these tropical American boys into horticulture. Right now I am trying to find a place where a young fellow from Venezuela can spend six months or so learning how to propagate and grow tropical fruits.

It is barely possible that I might be in Florida again about the first of December. If so, maybe I can get Hugh to drive me South from Gainesville as he did last time. It will depend mainly on his having a guarantee that he will get two, one-pound beefsteaks, chorreando sangre as we say (dripping blood) everyday. Everytime I buy Hugh one of those beefsteaks, I say to him: "Now boy don't put your foot on it and growl".

I did not go to the ASHS meeting in Puerto Rico, because I am no longer on expense account. I do intend to be in South Florida for the one next April, when you and I and all the other members of the Old Guard get together we will have a grand time. Remember that the Old Guard dies but the Old Guard never surrenders.

Always yours,

Wilson Popenoe